

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 XMB-04 /024 R

DRAFTED BY COM/BIC/OED/OPS/J.T.HARDISTY

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STATE/EUR/EE/R. CHRISTENSEN

EB/EWT/JBEMIS

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R 102253Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY BELGRADE

UNCLAS STATE 030248

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: PRODUCT OPPORTUNITY - RMK PIPEFITTING FACILITY

REF: BELGRADE 430

1. THE THIRD AND FINAL EXTENSION OF EXIM BANK'S PRELIMINARY COMMITMENT FOR THE RMK PIPEFITTING FACILITY HAS, AT EXIM'S SUGGESTION, BEEN PERMITTED TO LAPSE. P.C. NO LONGER REPRESENTED SUFFICIENT PORTION OF FINANCING NECESSARY. NEW APPLICATION WILL BE FILED WITH EXIM WHEN FINAL COST FIGURES FOR PROJECT HAVE BEEN DETERMINED. COMPLETION OF PROPOSAL NOW HEAVILY RESTS UPON SUBMISSION OF QUOTATION FOR CIVIL ENGINEERING PORTION WHICH IS CURRENTLY BEING PREPARED BY UNION INVEST.

2. RMK OFFICIALS VISITED EXIM BUT LITTLE DISCUSSION WAS FORTHCOMING REGARDING THE PIPEFITTING FACILITY. IMPRESSION GIVEN EXIM WAS THAT RMK IS ONLY LUKE WARM TO U.S. PROPOSAL, APPARENTLY BECAUSE OF EXPECTED LOWER QUOTATIONS FROM COMPETING EUROPEAN FIRMS.

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3. ACTION REQUESTED: AS MUCH AS WE REALIZE THAT SHALCO'S PROPOSAL WILL UNLIKELY BE THE LOWEST COST SUBMISSION THAT RMK MAY RECEIVE IN THIS PROJECT, WE HOPE THAT EMBASSY MAY BE ABLE TO STRESS THE TECHNICAL SUPERIORITY EMCOMPASSED IN

U.S. BID. SHALCO IS GIVING PROJECT HIGH PRIORITY BUT IS CONSTRAINED BY TIME NECESSARY TO SECURE BIDS FROM SUB-CONTRACTORS. INGERSOLL

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Margaret P. Grafeld
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